



## We know Insurance Salvage

Hilco Global APAC have been helping insurance professionals for 25 years, to understand the value of assets under risk, navigating local and global markets to appraise and monetise those assets. We are differentiated by our ability to act as advisor, agent, investor or principal in any transaction. Together with AAS, we have monetised over \$100M of assets annually in the APAC region, and provide loss recoveries in excess of \$50M in the last 3 years.

As part of the Hilco Global group, our network gives you unrivalled access to hundreds of professionals worldwide who understand the value of assets better than anyone else. With a broad range of services under one roof, we help make even the most complex asset decisions simple.



### Valuation & Diligence

M&E Appraisals  
Inventory Appraisals  
Enterprise Valuations



### Monetisation

Auction Services  
Wholesale Trading  
Local & Global Asset Remarketing



### Advisory

Capital Solutions  
Insurance Loss Recovery

## Serving clients on five continents



**ASIA PACIFIC** - Singapore, Hong Kong, Bangkok, Seoul, Jakarta, Manila

**SPAIN** - Madrid

**MEXICO** - Mexico City

**AUSTRALIA** - Melbourne, Sydney

**NETHERLANDS** - Amsterdam

**US** - Boston, Chicago, Detroit, Grand Rapids, Los Angeles, Philadelphia, New York

**CANADA** - Toronto

**UK** - London, Leeds

**IRELAND** - Dublin

## Unrivalled global expertise in valuing and monetising assets

**\$1+  
Billion**

Asset Sales

**206+  
Countries**

Via our  
marketing reach

**2M+  
Buyers**

Globally with  
HilcoBid

**1800+  
Projects**

Asset Disposition  
per year

**\$125+  
Billion**

Assets Valued  
Globally

# The world's largest network of asset experts, offering advice, solutions and 25 years of know-how to maximise loss recovery on your insurance claim

Hilco Global has extensive experience in all industry segments,



Mining



Civil & Construction



Engineering & Manufacturing



Transport & Logistics



Home & Lifestyle



Agriculture & Food Production



Auto & Aviation



Marine Hull

## Monetisation solutions that share risk and reward

We recognise that no two projects are the same. Being able to act as advisor, agent, investor or principal in any transaction means we can provide tailored solutions from guarantees to outright purchases based on your needs.

## Experience you can rely on

With our Salvage team, you receive 25 years of dedicated experience servicing the insurance industry from niche products to large scale recovery and monetisation programs

## Global Access to Buyers and Sellers

Through the Hilco global network, we can take assets to the market locally and globally. With over 2 million buyers and sellers globally.

## Hundreds of Asset Professionals Worldwide

Being part of the Hilco Global network means you have access to hundreds of asset professionals from valuation to specialist industry consultants, giving you confidence in the knowledge that your recovery will be maximised.

## Local Expertise. Global Reach the Asset Smarter way.

Want to know more? Visit [hilcoapac.com](http://hilcoapac.com) or speak directly to your key contact.

## Your Salvage Specialists

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### Asia Pacific Offices

Melbourne

Sydney

Brisbane

Adelaide

Jakarta

Manila

Singapore

Penang

Unreserved Auction

# MONSTER SALE

**\$2m**<sup>RRP</sup>  
Unreserved  
insurance  
claim

New in box & ex-display

I'm looking for...

Q Search

Large Appliances, Furniture, TVs, IT,  
AV Equipment & much more...



## Case Study Insurance Loss Recovery

Returned 50-60% RRP to vendor

### Client Needs

An insurer presented our team with a claim arising from an imported container infestation of a beetle that would pose a threat to Australian agriculture.

After fumigation, the insured (retailer) refused acceptance of goods, and Hilco Global APAC was instructed to sell the stock to mitigate insurance losses.

This claim was complex due to multiple insurers across various cross claims resulting from the one incident, involving over 2000 TV, audio, IT and appliances.

### Hilco Global APAC Solution



#### Excess Stock

Instructed by multiple insurers to sell stock subject to insurance claim



#### Financial

Media was alerted to the story and this was run on national prime time news



#### Sale Analysis

Sale set up as an unreserved auction



#### Advertising

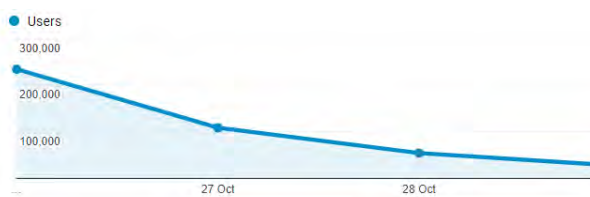
National Media Coverage along with a digital advertising campaign



# Case Study

## Insurance Loss Recovery

### Campaign Highlights



Users	New Users	Sessions
372,058	364,615	686,628



Appliances and electronics being sold at bargain prices due to beetle infestation

Hannah Goodall • sunrise Published: 25/10/2020 • Updated: 26 October 2020 9:18 AM



30 Days - Valuation to sale



55% RRP on sale



687K sale views



Buyers Nationally

### Local Experience. Global Reach

#### the Asset Smarter way.

Want to know more? Visit [hilcoapac.com](https://hilcoapac.com) or speak directly to your key contact.



#### Contact Hilco APAC



For more information head to [hilcoapac.com](https://hilcoapac.com)